Tata Motors

Q2 FY07 Results Review

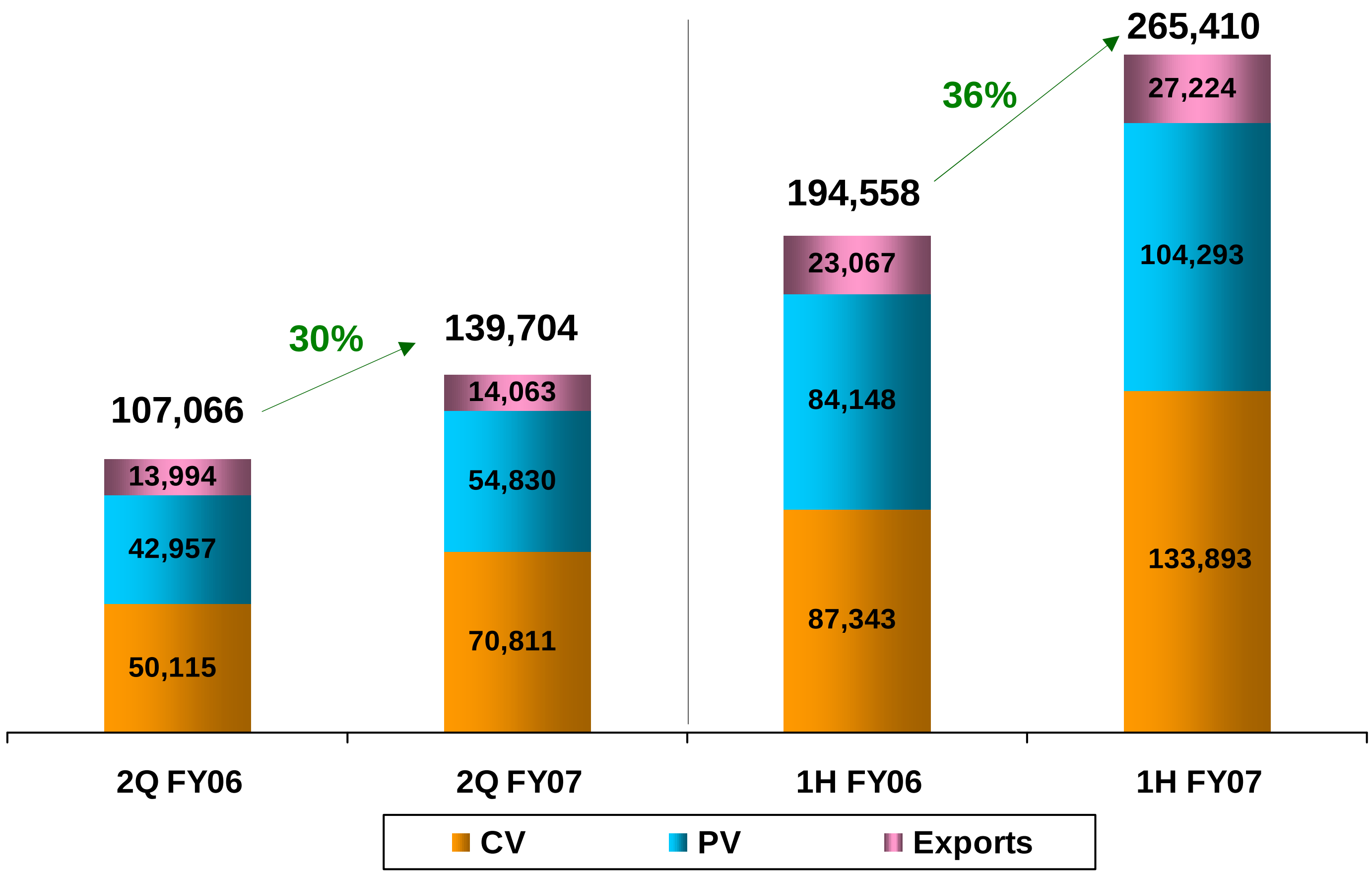
30th October, 2006

Statements in this presentation describing the Company's objectives, projections, estimates, expectations may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand / supply and price conditions in the domestic and overseas markets in which the Company operates, changes in Government regulations, tax laws and other statutes and incidental factors

Agenda

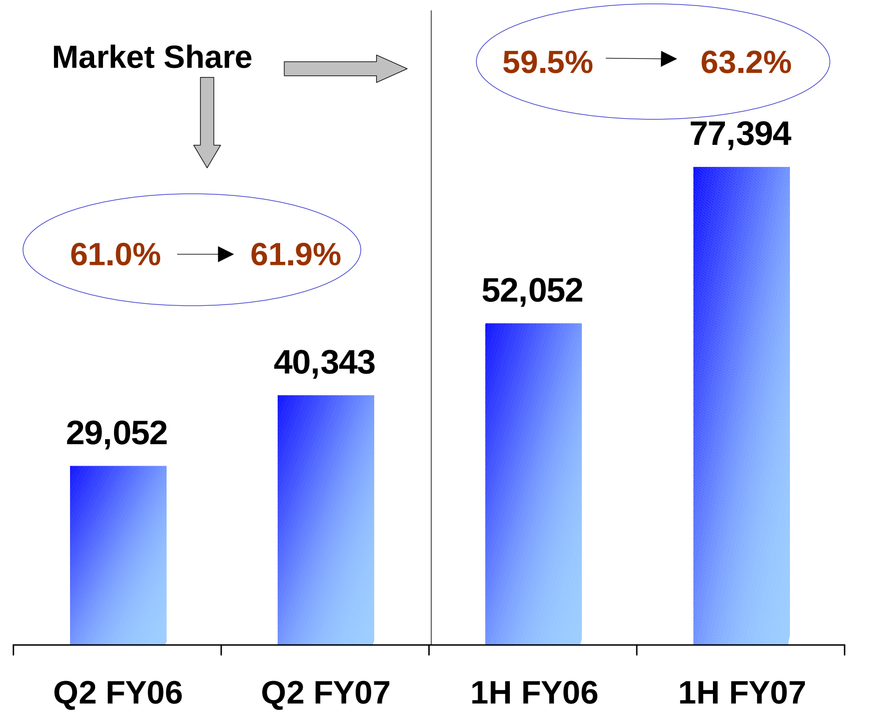
- **Business Performance**
- Financial Performance
- Significant Events

Total Volume Growth in Q2FY07 and 1HFY07

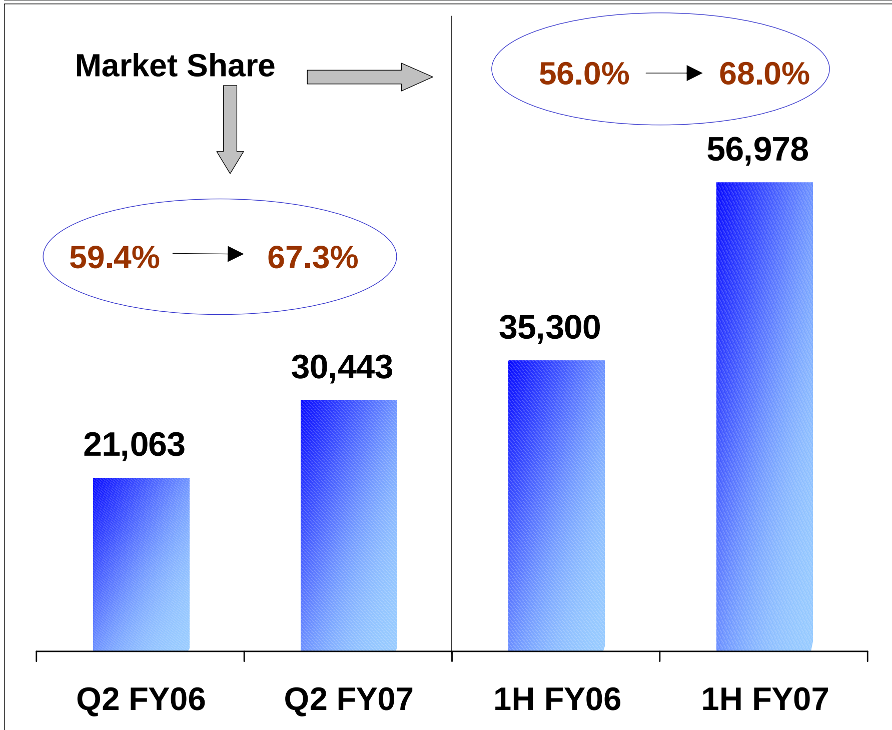


- Continued impact of overloading ban and strong economic fundamentals continued to boost CV sales in domestic market during the second quarter
- Xeta, Indica Turbo and Safari Dicor continue to receive enthusiastic response from the market.

Medium & Heavy Commercial Vehicles



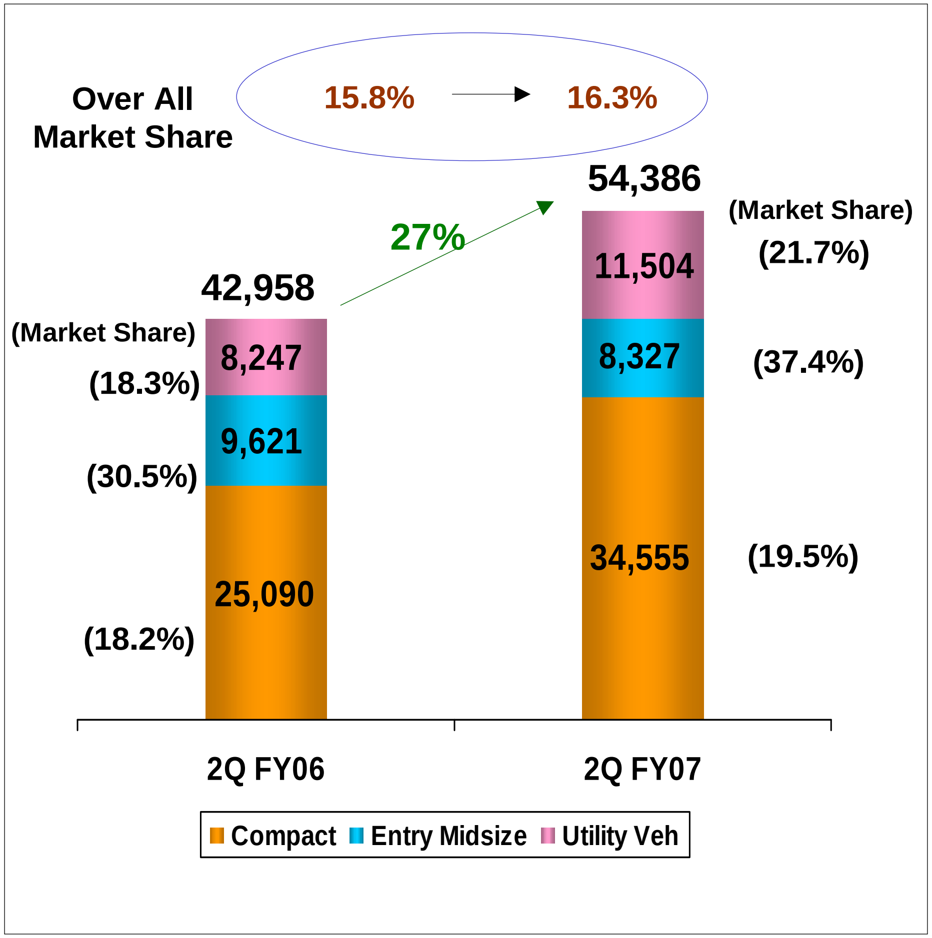
Light Commercial Vehicles

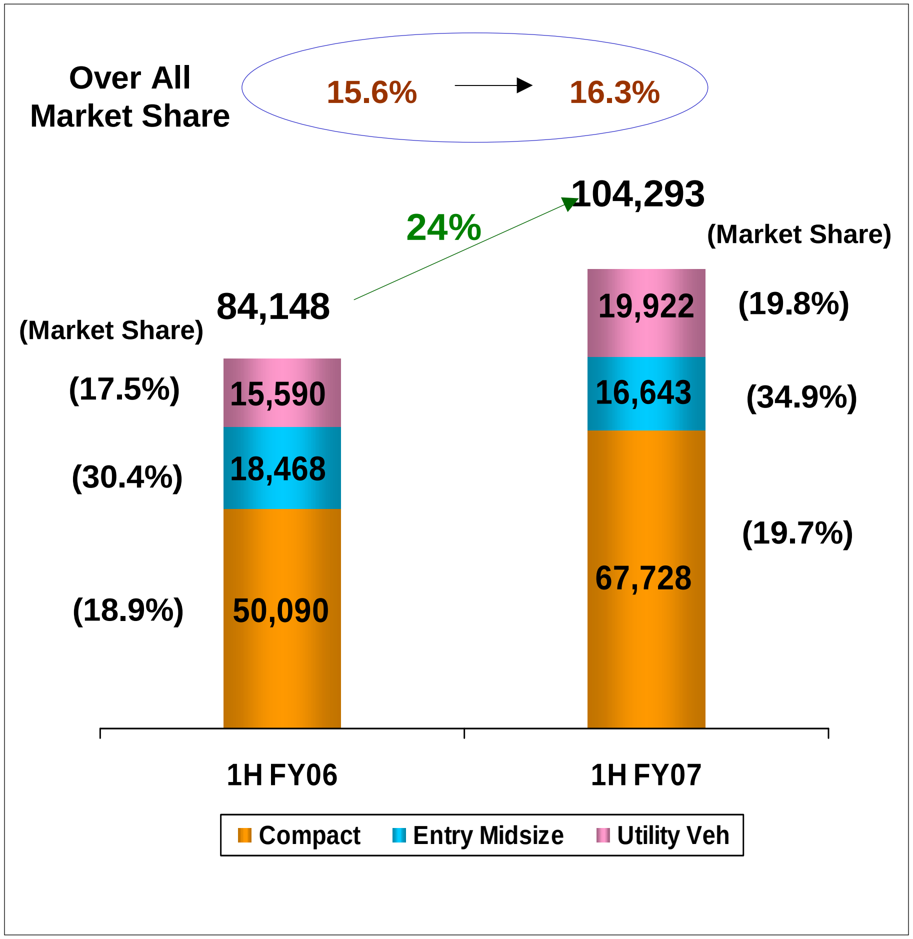


- **M&HCV Domestic sales increased 39% in 2QFY07; industry growth at 38%**
- **M&HCV Domestic sales increased 49% in 1HFY07; industry growth at 40%**
- **Continued impact of over loading ban and strong order book in bus segment boosted domestic sales**

- **LCV Domestic sales increased 44% in 2QFY07; industry growth at 27%**
- **LCV Domestic sales increased 61% in 1HFY07; industry growth at 33%**
- **Average Ace sales of 5,800 pm for the period July – Sept ’06**

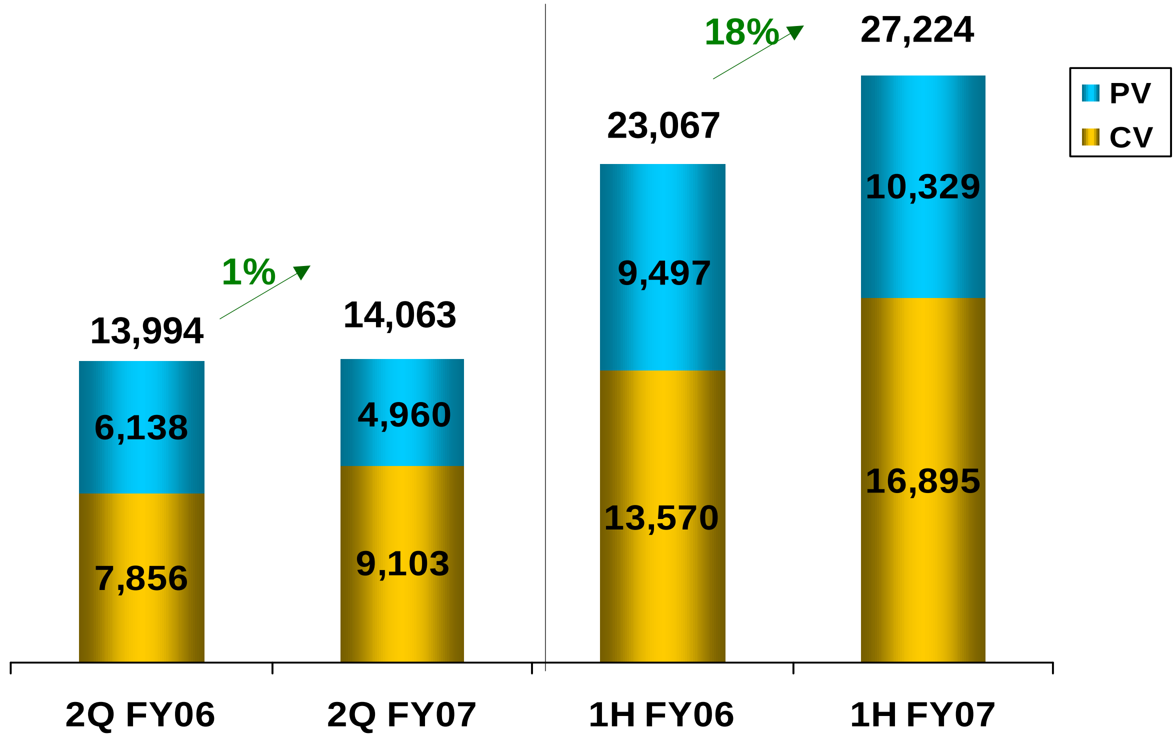
Passenger Vehicle Volumes and Market Share





- Retained the #2 position in the domestic PV market.
- Indigo and Marina and BS III compliant CNG version of Indica and Marina

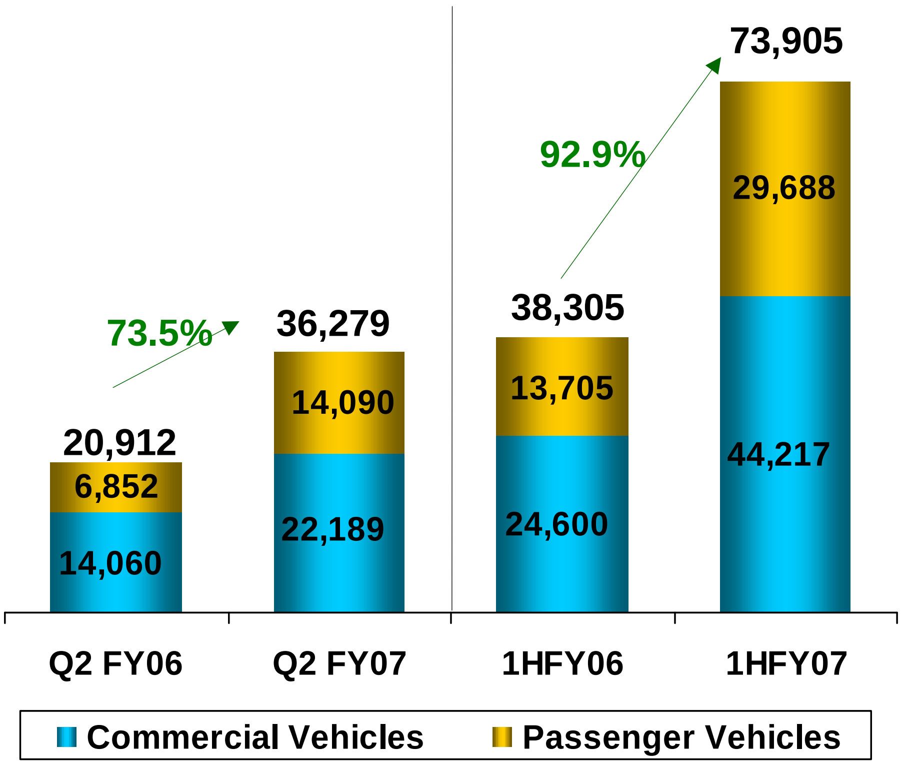
International Business Volumes



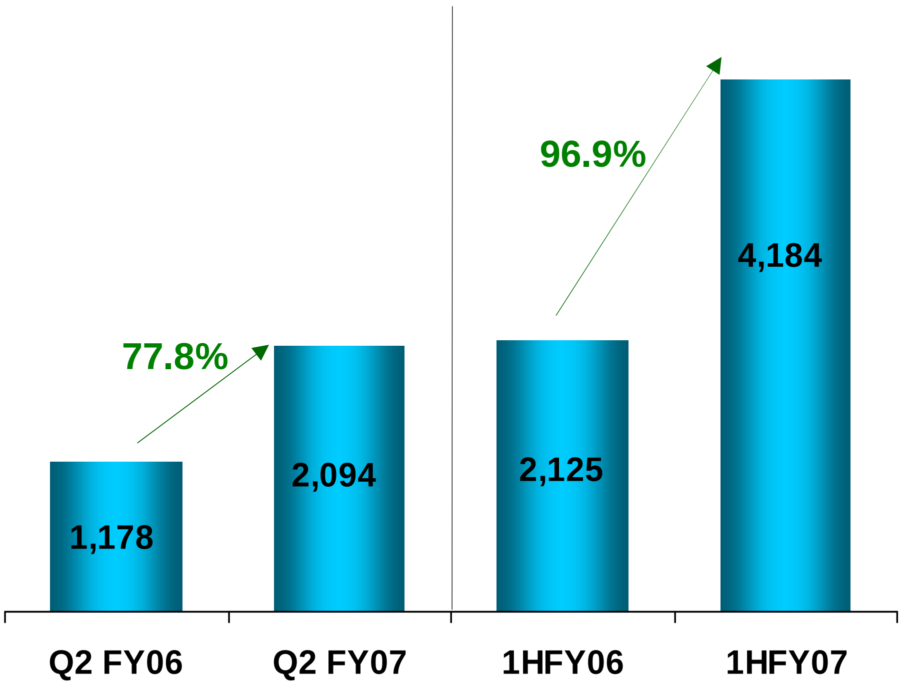
- Revenues from international business formed around 16% of the consolidated revenues.
- Exports to South Africa were adversely effected during 2Q on account of depreciation of Rand.
- Key export destinations were South Africa, South Asia, Middle East and parts of Europe.

Vehicle Financing

No. of Vehicles Financed



Disbursals (Rs. Cr)



TMF Market Share of Tata Motors vehicles stood at 30.97% as on 30th September'06 as compared to 22.34% as on 30th September'05

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Financial Performance (Consolidated) - 2Q FY07

Rs crores	2Q FY06	2Q FY07
Gross Revenue	6,243.7	8,767.2
Net Revenue	**5,428.9**	**7,702.7**
EBITDA	680.6	922.2
EBITDA Margin	**12.54%**	**11.97%**
Other Income	59.3	95.1
Net Interest	49.5	100.9
Dep. & Amortisation	149.0	169.4
Prod. Dev. Exp.	5.8	17.5
PBT	**535.6**	**729.3**
Net Profit	393.3	536.4
Basic EPS (Rs) (Non Annualised)	**10.45**	**13.95**

- **Net Revenues ↑ 42%**
- **EBITDA ↑ 36%**
- **PBT ↑ 36%;**
- **PAT ↑ 36%**
- **EPS of Rs.13.95 ; ↑ 34%**

Financial Performance (Consolidated) - IH FY07

Rs crores	1HFY06	1H FY07
Gross Revenue	11,412.5	16,505.5
Net Revenue	**9,906.9**	**14,473.6**
EBITDA	1,238.7	1,696.2
EBITDA Margin	**12.50%**	**11.72%**
Other Income	69.5	112.4
Net Interest	103.3	179.3
Dep. & Amortisation	297.1	334.8
Prod. Dev. Exp.	13.2	27.8
PBT	**894.7**	**1,265.9**
Net Profit	654.8	918.1
Basic EPS (Rs) (Non Annualised)	**17.40**	**23.92**

- **Net Revenues ↑ 46%**
- **EBITDA ↑ 37%**
- **PBT ↑ 42%;**
- **PAT ↑ 40%**
- **EPS of Rs.23.9 ; ↑ 38%**

Financial Performance (Standalone) - 2Q FY07

Rs crores	2Q FY06	2Q FY07
Gross Revenue	5,568.1	7,589.3
Net Revenue	**4,788.2**	**6,571.8**
EBITDA	575.0	758.3
EBITDA Margin	**12.01%**	**11.54%**
Other Income	58.0	84.8
Net Interest	46.1	95.6
Dep. & Amortisation	127.2	143.5
Prod. Dev. Exp.	5.8	17.5
PBT	**454.0**	**586.4**
Profit after Tax	337.9	441.7
Basic EPS (Rs) (Non Annualised)	**8.98**	**11.48**

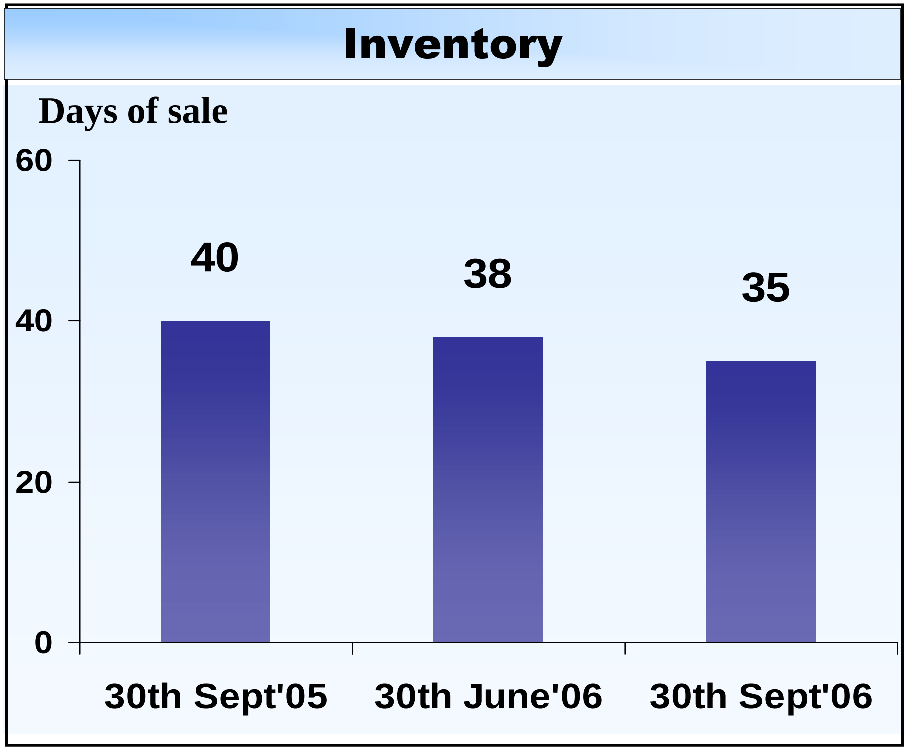
- **Net Revenues ↑ 37%**
- **EBITDA ↑ 32%**
- **PBT ↑ 29%;**
- **PAT ↑ 31%;**
- **EPS of Rs.11.48 ; ↑ 28%**
- **Continued input cost pressures resulting in lower margins**

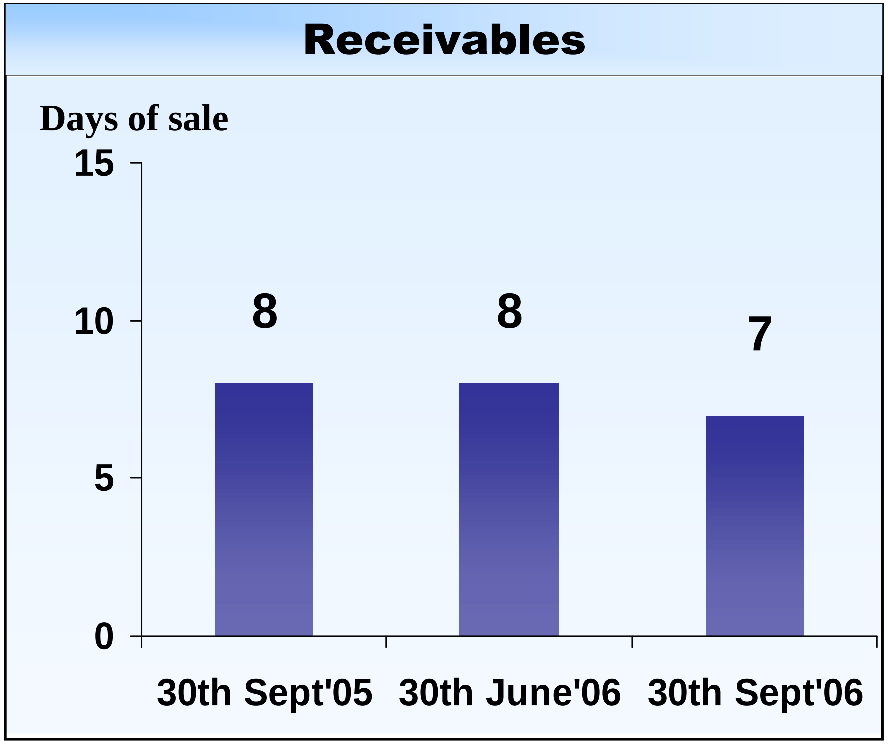
Financial Performance (Standalone) - 1H FY07

Rs crores	**1HFY06**	**1H FY07**
Gross Revenue	10,121.3	14,297.9
Net Revenue	**8,681.2**	**12,355.2**
EBITDA	1,061.8	1,395.0
EBITDA Margin	**12.23%**	**11.29%**
Other Income	116.3	170.7
Net Interest	97.1	168.1
Dep. & Amortisation	253.9	284.5
Prod. Dev. Exp.	13.2	27.8
PBT	**814.0**	**1,084.6**
Profit after Tax	610.5	823.6
Basic EPS (Rs) **(Non Annualised)**	**16.23**	**21.46**

- **Net Revenues ↑ 42%**
- **EBITDA ↑ 31%**
- **PBT ↑ 33%;**
- **PAT ↑ 35%**
- **EPS of Rs.21.46; ↑ 32%**

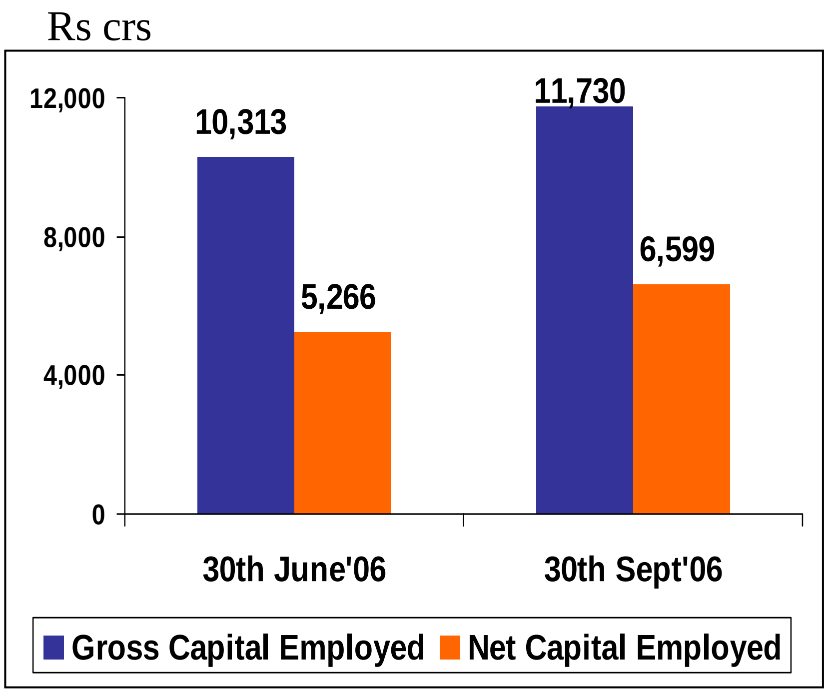
Working Capital





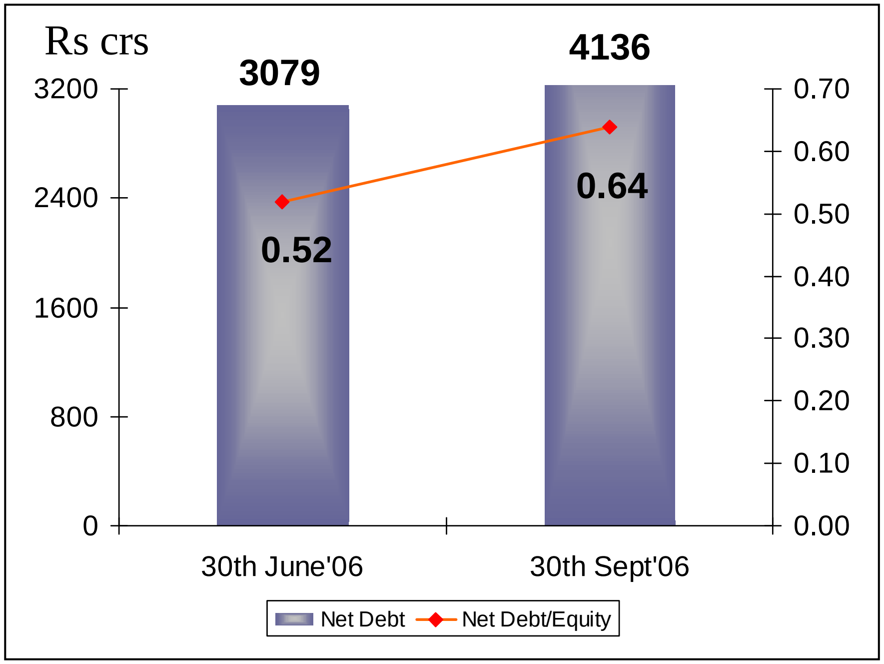
Working Capital still continues to be tightly managed

Balance Sheet Size



We have financing loans and receivables to the extent of Rs. 5,131 crs as on 30th Sept '06

Net Capital employed is net of Vehicle Financing loans & receivables



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Significant Events

- **Commercial vehicle Business unit awarded the CII – Exim Bank award for Business Excellence.**
- **Impact of fire in the paint shop at TATA Motors's Pune plant on Car production restricted with support from alternative painting facilities.**
- **Tata Motors and Fiat Group signed a Memorandum of Understanding to establish an industrial joint-venture in India to manufacture passenger vehicles, engines and transmissions for the Indian and overseas markets.**
- **A significant milestone crossed in International Business with the company having crossed the three lakh exports mark in July 2006.**
- **In September'06, the TATA Motors set up a new subsidiary for its vehicle financing operations. The new entity, TML Financial Services Ltd. (TMLFSL), is a 100% subsidiary and will function as an NBFC.**
- **Uttaranchal plant gearing towards commercial production.**

The six months ahead………

- Overall commodity prices expected to remain high due to continued demand – supply gap.
- The buoyant domestic growth and increased raw material costs will continue to maintain an upward pressure on inflation.
- Infrastructure development and growth in Industrial production likely to be the key drivers for Commercial Vehicle demand in the country. However growth rate expected to be moderate in the second-half of the fiscal year due the base-effect.
- Increasing choice for the customer and easy availability of financing would serve as significant driver of passenger vehicle growth.
- Close watch on the direction of crude oil price.

Thank You